

Message Text

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PAGE 01 PRETOR 02932 221304Z

ACTION AF-10

INFO OCT-01 ISO-00 EB-08 /019 W

-----077468 221356Z /45

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FM AMEMBASSY PRETORIA

TO USDOC

INFO SECSTATE WASHDC 1261

UNCLAS PRETORIA 2932

FOR USDOC/CRD

E.O. 11652: N/A

TAGS: BEXP, BTRA

SUBJECT: COMMERCIAL PROGRAM: BUSINESS CONSULTATION

REF: 77 STATE 167069

1. ECON/COMMERCIAL OFFICER HERMAN J. ROSSI WILL BE ON
MID-TOUR HOME LEAVE DURING JULY AND AUGUST IN HOUSTON,
LOS ANGELES AREA, AND SEATTLE-TACOMA AREA. HE IS PREPARED TO
PARTICIPATE IN COMMERCE DISTRICT OFFICE CONSULTATION PROGRAM
(REFTEL) FOR ONE DAY IN EACH AREA IF THERE IS INTEREST
ON PART OF DISTRICT OFFICES.

2. ROSSI IS FSO-4 AND SECOND OFFICER IN PRETORIA ECON/COMMERCIAL
SECTION. HE IS DRAFTER OF SEMI-ANNUAL ECONOMIC
TRENDS REPORT AND RESPONSIBLE FOR FINANIAL REPORTING,
EXPORT CONTROL, CIVIL AVIATION, RHODESIAN ECONOMIC AFFAIRS,
AND COORDINATION OF COMMERCIAL PROGRAM (CRAG). HIS RESONPSIBILITY IS

MORE ECONOMIC THAN COMMERCIAL, BUT THERE IS CURRENTLY NO
FULL-TIME COMMERCIAL OFFICER IN SOUTH AFRICA AND HE IS
KNOWLEDGEABLE ON COMMERCIAL TRENDS. COMPANIES WHICH
MIGHT BE NTERESTED IN CONSULTING WITH ROSSI INCLUDE THOSE WITH
INVESTMENTS OR SIGNIFICANT TRADING RELATIONSHIPS WITH
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SOUTH AFRICA. THERE ARE ABOUT 350 U.S. FIRMS WITH SUBSIDIARIES
IN SOUTH AFRICA AND OVER A THOUSAND WITH AGENTS OR LICENSING
ARRANGEMENTS. RECENT EXPANSION OF U.S. EXPORT CONTROLS ON
TRADE WITH SOUTH AFRICA IS SOURCE OF CONSIDERABLE INQUIRIES
FROM LOCAL U.S. FIRMS AND ITS INFLUENCE ON U.S. TRADE MAY BE
AREA OF INTEREST IN CONSULTATIONS.

3. SCHEDULE AS FOLLOWS: ETA U.S. JULY 3, HOUSTON 7/3 TO 7/8,
NEWPORT BEACH, CALIFORNIA 7/10-7/15 AND 7/24-7/29. TACOMA,
WASHINGTON 8/1-8/15, WASHINGTON, D.C. 8/17-8/24, DEPART U.S. FOR
SOUTH AFRICA 8/24.

4. ASSUME ORDERS WOULD COVER ANY TRAVEL REQUIRED FOR
CONSULTATION WITHIN GREATER METROPOLITAN AREAS, E.G., NEWPORT
BEACH TO LOS ANGELES. WHILE PREFERING ONE-DAY CONSULTATIONS, ROSSI
WOULD BE PREPARED ALLOW TWO DAYS IN EITHER LOS ANGELES OR SEATTLE-
TACOMA (NOT BOTH) IF DESIRED.

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